



ANALYST BRIEFING

1H CY2025

11 August 2025

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45 YEARS OF BUILDING BETTER

Overview of Robinsons Land's 45th anniversary and legacy.

45
YEARS

THE ONE RLC PROPOSITION

BALANCE PORTFOLIO POSITIONING

RLC has cultivated a well-balanced property mix that enables it to capture growth across asset types and consumer segments.

GEOGRAPHIC DIVERSIFICATION

Our widespread footprint reduces exposure to single-market risks and captures opportunities where urban development is accelerating.

INTEGRATED VALUE CREATION

Leveraging synergies across business units to drive sustainable growth



5-YEAR STRATEGIC PROGRAM

Vision 5:25:50

RLC's Roadmap to Sustained Growth

5 Strategic Levers
to Deliver **₱25Bn** NET INCOME
by RLC's **50th** Year

- 1 EXPAND AND DIVERSIFY THE INVESTMENT PORTFOLIO**
- 2 UNLOCK CAPITAL THROUGH ACTIVE ASSET MONETIZATION**
- 3 ELEVATE OFFERINGS THROUGH PREMIUMIZATION ACROSS BUSINESS UNITS**
- 4 FORGE HIGH-IMPACT STRATEGIC PARTNERSHIPS**
- 5 ENHANCE CUSTOMER EXPERIENCE THROUGH NEW BUSINESS STREAMS AND ECOSYSTEM INITIATIVES**



ROBINSONS LAND



Business Portfolio

As of 1H CY2025

56

Lifestyle Centers

134

Residential Developments

32

Office Developments

33

Destination Estates + Mixed-Used Developments

27

Hotels & Resorts
from 26 as of 1Q CY2025

11

work.able Centers

13

Industrial Facilities

1H CY2025 FINANCIAL HIGHLIGHTS

PERFORMANCE & PROFITABILITY

₱23.03B

Revenues | +8% YoY

₱12.53B

EBITDA | +3% YoY

₱6.88B

Net Income to Parent | +5% YoY
*w/o one time gain LY

BALANCE SHEET & CAPITAL STRENGTH

₱264.70B

Total Assets | +1% vs CY2024

₱45.90B

Total Debt | -14% vs CY2024

₱170.46B

Equity | +6% vs CY2024

CASH FLOW & SHAREHOLDER RETURNS

₱6.21B

Proceeds from Block Placement

₱9.19B

CAPEX Spent

₱0.75

Dividend per Share

1H CY2025 Financial Results

(in Php Mn)	YEAR-ON-YEAR COMPARISON			
	1HCY25	1HCY24	Variance	YoY%
Revenues	23,032	21,331	1,700	8%
Cost of sales	2,238	1,594	643	40%
OPEX	8,261	7,521	740	10%
EBITDA	12,533	12,216	317	3%
Depreciation & Amortization	2,977	2,774	204	7%
EBIT	9,556	9,442	113	1%
Income before tax	8,715	9,330	(614)	(7%)
Income Tax	693	1,222	(528)	(43%)
Net income	8,022	8,108	(86)	(1%)
Attributable to minority	1,144	855	289	34%
Net income Attributable to Parent	6,878	7,253	(375)	(5%)
Gain on reclassification of investment	0	730	(730)	(100%)
Net income Attributable to Parent*	6,878	6,523	355	5%

*Without the gain on reclassification of investments last year amounting to P730M.

- Revenues grew from solid performance of both the investment and development portfolios
- EBIT posted a modest increase, tempered by higher utilities expense and additional depreciation from newly opened properties.
- Net Income rose, supported by lower interest expense and a lower effective tax rate

Per BU Financial Performance Highlights (1H CY2025)

❑ NIAT to parent (ex-one-time gain) rose by 5% YoY to ₱6.88 Bn

(In PhP Mn)	REVENUE			EBITDA			EBIT		
	1HCY25	% to RLC	YoY	1HCY25	% to RLC	YoY	1HCY25	% to RLC	YoY
TOTAL RLC	23,032	100%	8%	12,533	100%	3%	9,556	100%	1%
Malls	9,463	41%	9%	5,776	46%	8%	4,002	42%	9%
Offices	4,111	18%	5%	3,253	26%	4%	2,665	28%	4%
Hotels	3,099	13%	9%	955	8%	10%	520	5%	14%
Logistics	451	2%	17%	408	3%	16%	300	3%	10%
INVESTMENT PORTFOLIO	17,124	74%	8%	10,391	83%	7%	7,487	78%	7%
Residential	4,727	21%	33%	1,158	9%	33%	1,087	12%	33%
Joint ventures	706	3%	(45%)	706	6%	(45%)	706	7%	(45%)
Destination Estates	475	2%	(22%)	278	2%	(24%)	276	3%	(24%)
DEVELOPMENT PORTFOLIO	5,907	26%	8%	2,142	17%	(15%)	2,068	22%	(16%)

Note: Unaudited figures for 1H CY2025

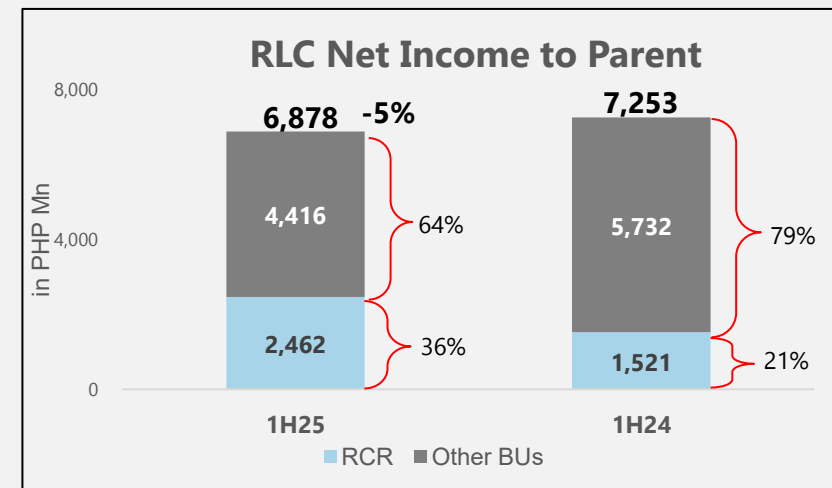
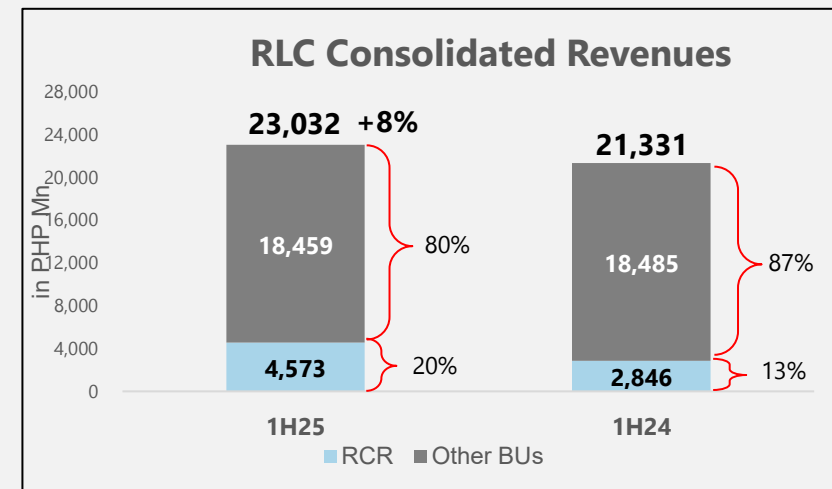
RCR Financial Highlights (1H CY2025)

❑ 29 Premium Assets (17 Offices + 12 Malls), 18 Key Unique Locations; 827,807 sqm in Total GLA

in PHP Mn	1H25	1H24	CHNG%
Revenues	4,573	2,846	61%
Offices	3,180	2,808	13%
Malls	1,393	39	3476%
EBITDA	4,005	2,609	54%
Net income	3,589	2,364	52%
Dividend per share	0.2096	0.1982	6%
No. of Assets	29	16	81%
Total GLA ('000)	828	480	42%

1H2025

- ❑ Revenues surged **61%** YoY, fueled by resilient mall performance and the infusion of assets.
- ❑ EBITDA jumped **54%** YoY, while Net income soared **52%** YoY
- ❑ RCR's NIAT contribution **rose to 36% in 1HCY25 from 21% SPLY**, highlighting its growing role in RLC's earnings mix



*RCR Net income contribution is net of minority

RCR Current Portfolio (1H CY2025)

❑ 29 Premium Assets (17 Offices + 12 Malls), 18 Key Unique Locations; 827,807 sqm in Total GLA

Quezon City

- Tera Tower
- Exxa-Zeta Towers
- Giga Tower
- Robinsons Novaliches

Pasig City

- Robinsons Equitable Tower
- Robinsons Cyberscape Alpha
- Robinsons Cyberscape Beta
- Robinsons Cyberscape Gamma

Mandaluyong City

- Robinsons Cybergate Center 2
- Robinsons Cybergate Center 3

Makati City

- Robinsons Summit Center

Taguig City

- Robinsons Cyber Sigma

Cainta, Rizal

- Robinsons Cainta

Bacolod City

- Robinsons Cybergate Bacolod

Puerto Princesa City

- Robinsons Palawan

- Robinsons Cybergate Cebu
- Robinsons Galleria Cebu (Office)

Tarlac City

- Luisita 1
- Robinsons Luisita

Cabanatuan City

- Robinsons Cabanatuan

Imus City

- Robinsons Imus

Sta. Rosa City

- Robinsons Sta. Rosa

Los Baños, Laguna

- Robinsons Los Baños

Naga City

- Robinsons Lipa
- Robinsons Cybergate Naga

Ormoc City

- Robinsons Ormoc

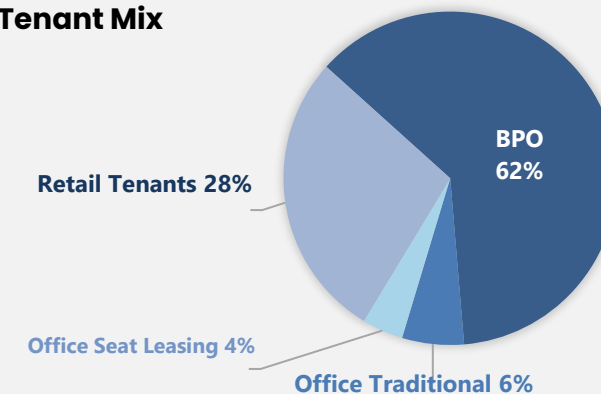
Davao City

- Robinsons Cybergate Delta 1
- Robinsons Cybergate Delta 2
- Robinsons Cybergate Davao



Metric	As of Jun. 30, 2025
Occupancy Rate	97%
Occupancy Rate (Offices)	97%
Occupancy Rate (Malls)	96%
Weighted Average Lease Expiry (WALE)	3.68 years
WALE (Offices)	3.95 years
WALE (Malls)	3.18 years

RCR Tenant Mix



A CONSTITUENT OF:



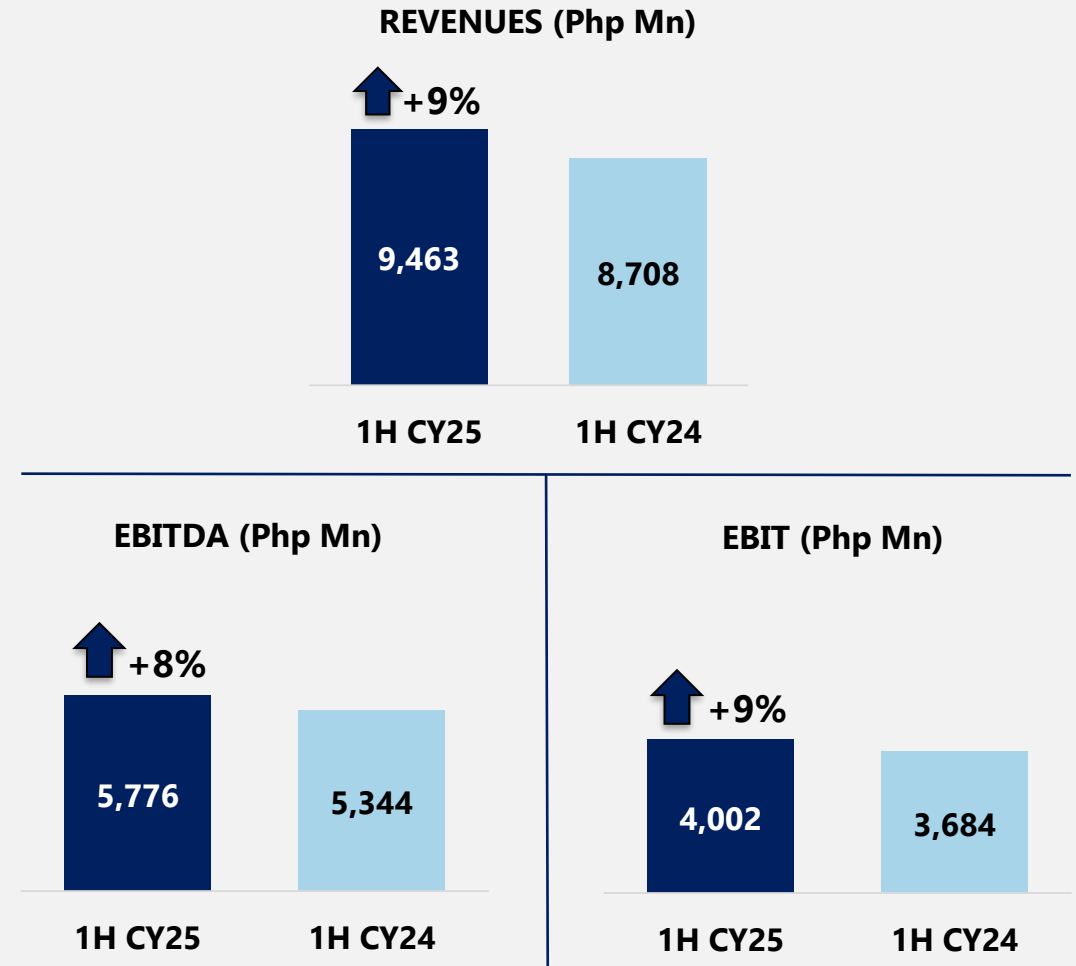
MALLS

- 56 malls nationwide, 9 within Metro Manila and 47 in other areas
- 3.3Mn Gross Floor Area
- 1.7Mn sqm in Gross Leasable Area
- 94% Total Occupancy Rate



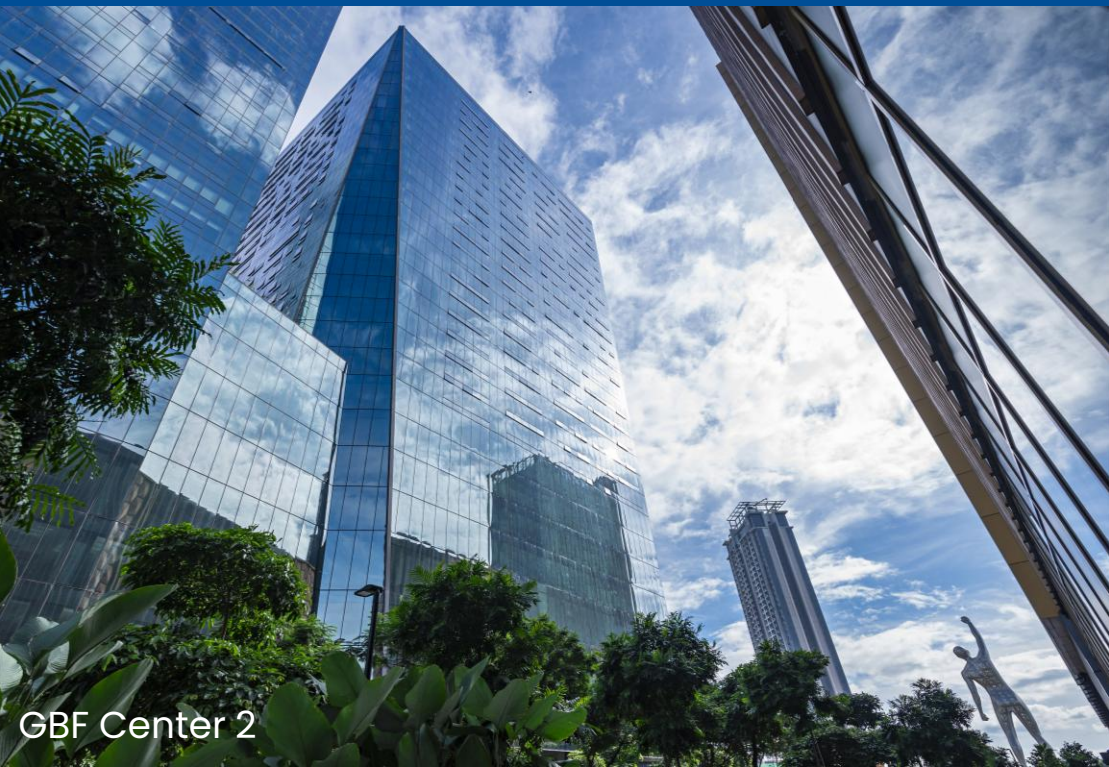
Pagadian Mall

Malls posted 9% YoY in revenues driven by high same mall sales and sustained rental revenues growth vs SPLY

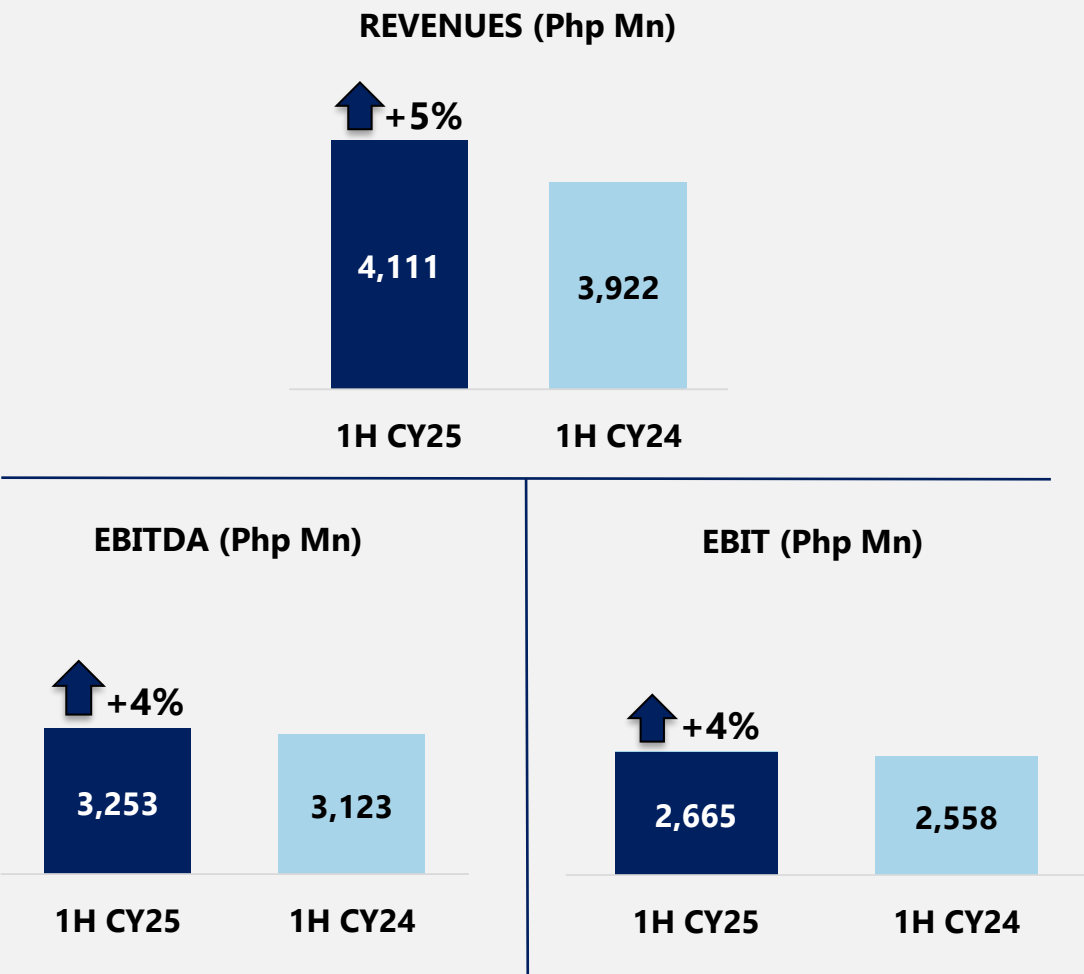


OFFICES

- 32 Offices
- 11 work.able centers
- 793,000 sqm Gross Leasable Space
- 87% Occupancy Rate
 - ✓ 82% BPO Tenants



Offices delivered 5% YoY revenue growth with steady EBITDA and EBIT contributions



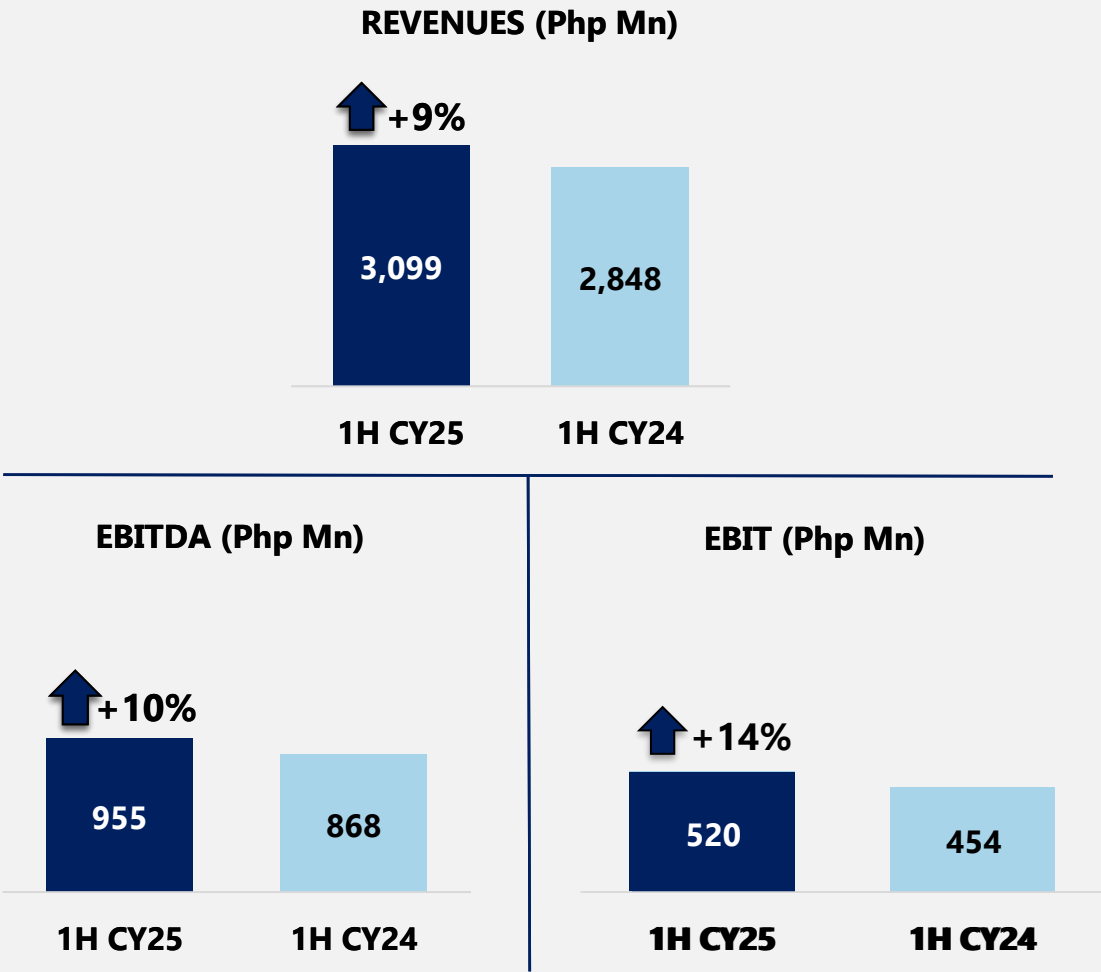
HOTELS AND RESORTS

- 27 Owned Hotel Properties
- 9 Hotel Brands
- More than 4,000 room keys
- 66% Occupancy Rate



NUSTAR & FILI Hotel

Hotels revenues rose 9% YoY due to higher room rates



NUSTAR Hotel

The first and only
FILIPINO
ultra-luxury hotel
in the Philippines

223

Hotel Room Keys



FILI Hotel

The first and only
FILIPINO
5-star hotel brand
in the Philippines

379

Hotel Room Keys

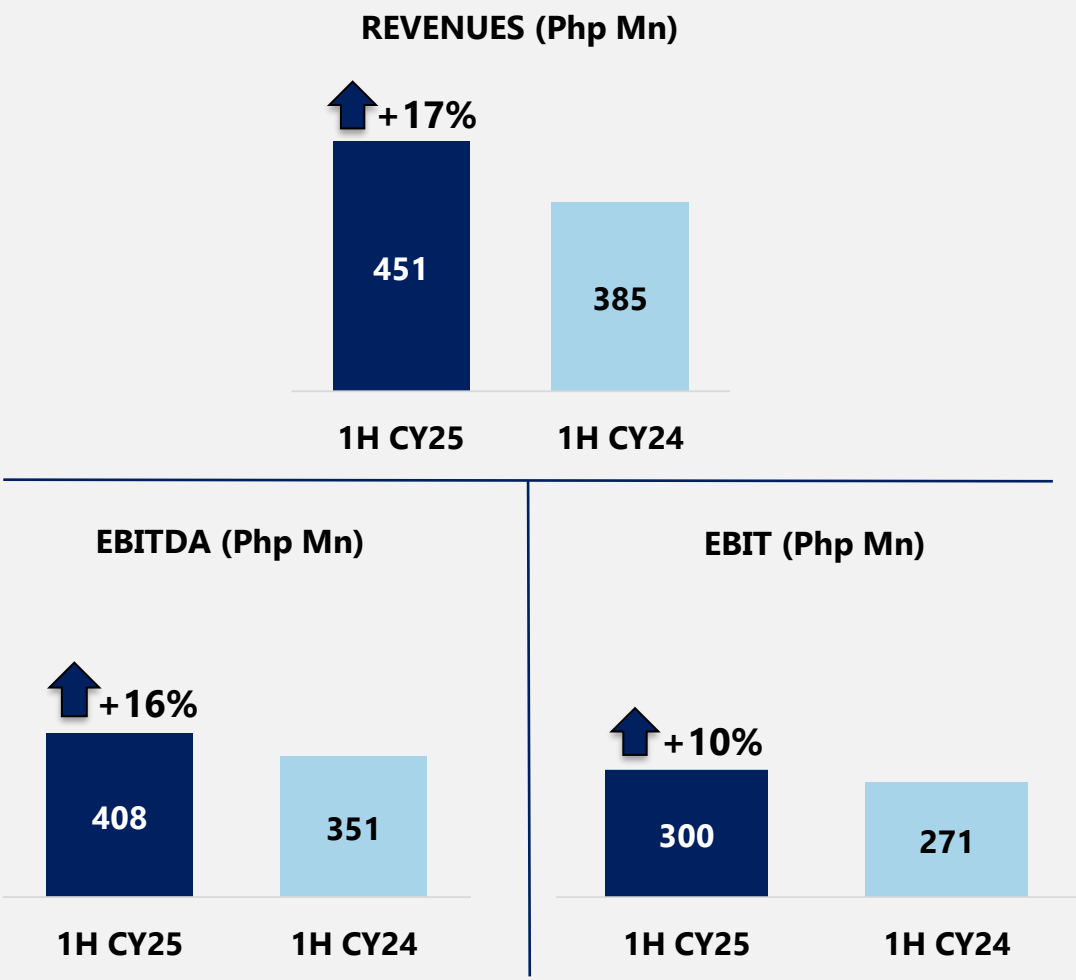


LOGISTICS AND INDUSTRIAL FACILITIES

- 13 industrial facilities
- One of the leading industrial facility providers
- 295,000 sqm Gross Leasable Area



Logistics sustains strong growth momentum, delivering double-digit gains across key earnings metrics



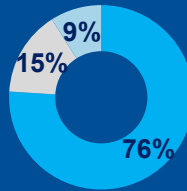
RESIDENTIAL

INVENTORY	UNIT	VALUE (in Php Mn)
Ready for Occupancy (RFO)	580	4,600
VERTICAL	2,547	34,177
HORIZONTAL	808	5,436
PARKING SLOTS	1,545	1,799
TOTAL	5,480	46,012

STANDBY REVENUES **50,663**

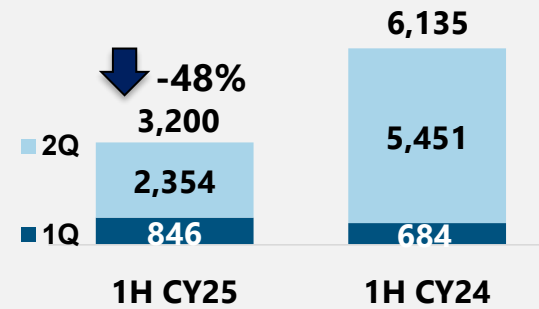
BUYER PROFILE NATIONALITY

■ FILIPINOS
■ AMERICANS
■ OTHER NATIONALITIES

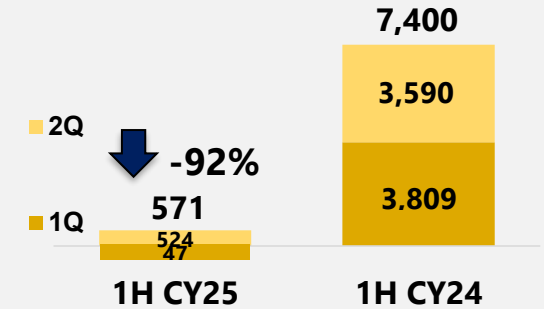


- Realized revenues surges 33% YoY due to recognition of 2021 sales
- 2Q net sales improved over 1Q

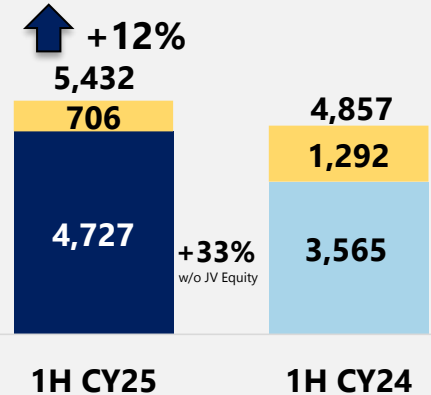
RLC NET SALES TAKE-UP (Php Mn)



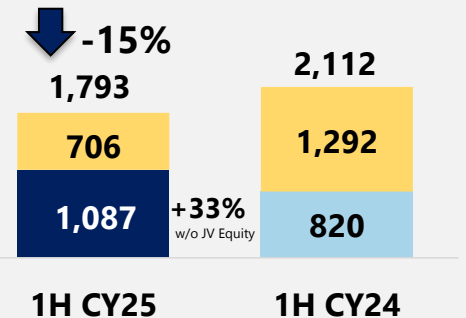
JV NET SALES TAKE-UP (Php Mn)



RESIDENTIAL REVENUES (Php Mn)



EBIT (Php Mn)



Joint Ventures



The Westin Residences

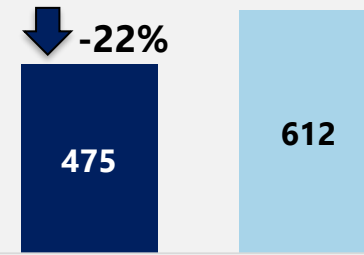
DESTINATION ESTATES

- **Bridgetowne:** Ongoing rollout of live-work-play inspired hubs with community events
- **Sierra Valley:** Added F&B outlets to enhance foot traffic and community vibe
- **Montclair:** Advancing infra and land works for key project launches
- **Bonifacio South Pointe:** Masterplan done; starting Phase 1 rollout



Destination Estates remains a long-term value driver, with planned developments set to reignite growth across key locations

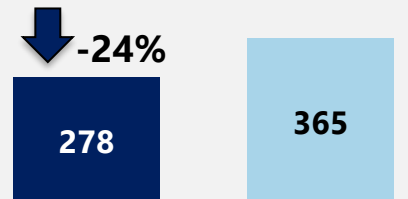
REVENUES (Php Mn)



1H CY25

1H CY24

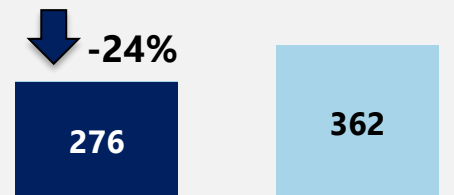
EBITDA (Php Mn)



1H CY25

1H CY24

EBIT (Php Mn)



1H CY25

1H CY24

ROBINSONS SPORTS, ENTERTAINMENT & RECREATION

- RLC’s newest Business Unit



Robinsons Sports, Entertainment, and Recreation (SER) is a new dedicated business unit under RLC

Established to develop, operate, and scale all of the company’s sports, entertainment, and recreation ventures—including innovative concepts in active lifestyle, experiential attractions, and leisure destinations across its portfolio.

Where do our customers **celebrate life?**



Robinsons SER

Helios Pickleball Center

Asia's First
Tournament-grade
Pickleball Center

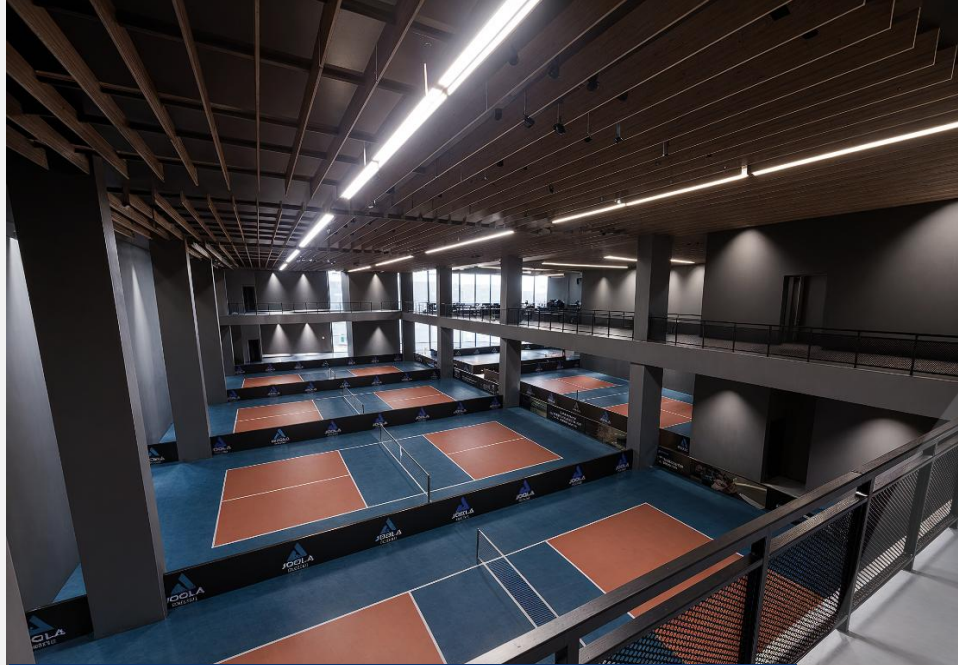
A joint venture with Kosmas Athletic
Ventures Corp. (KAVC)

1,000

Estimated Daily Foot Traffic



Official Venue for the Professional
Pickleball Association (PPA) Tour



25 Tournament-Grade Pickleball Courts



Total of 8 Floors, with retail and F&B Stores



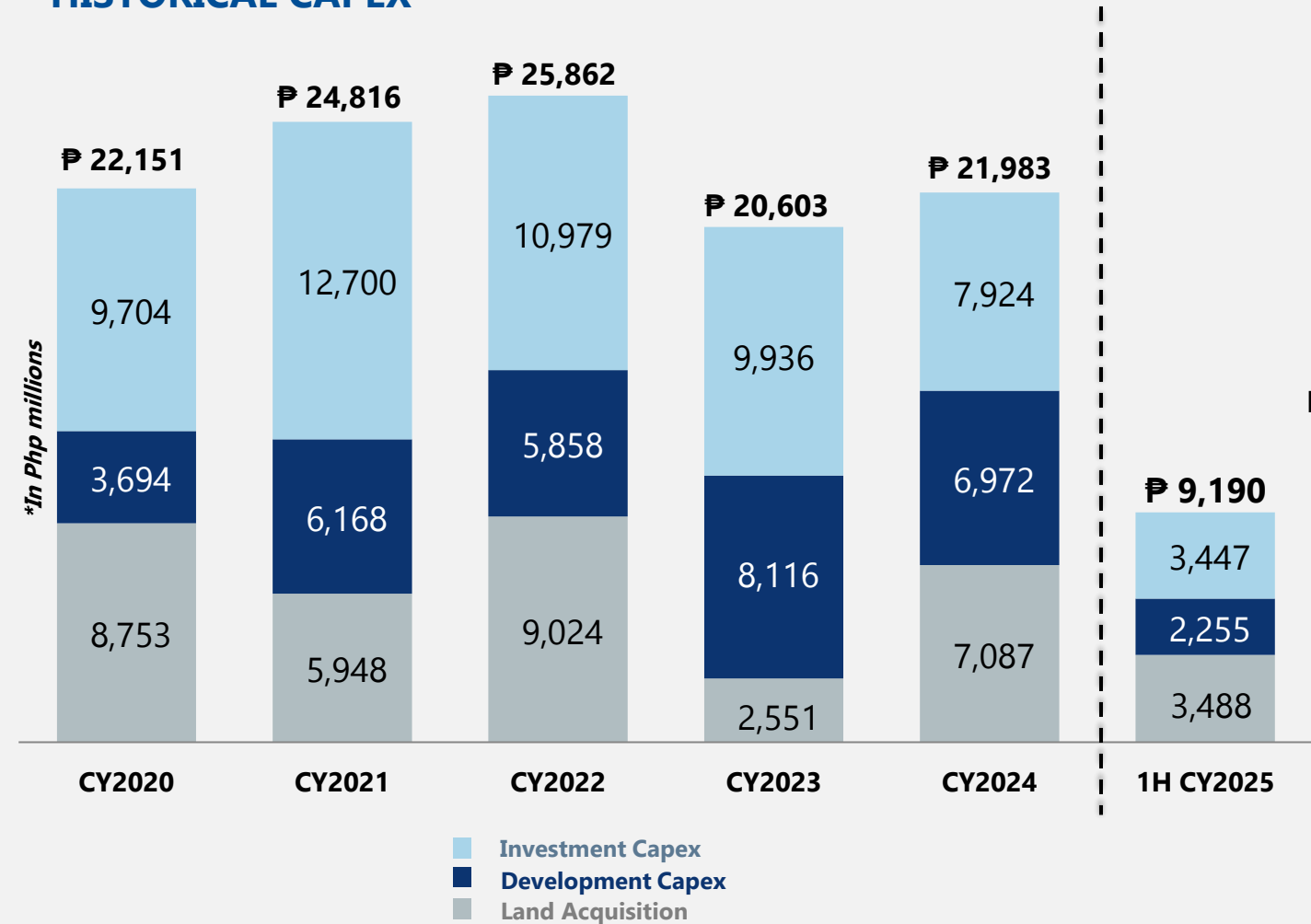
Located at Bridgetowne, Pasig City



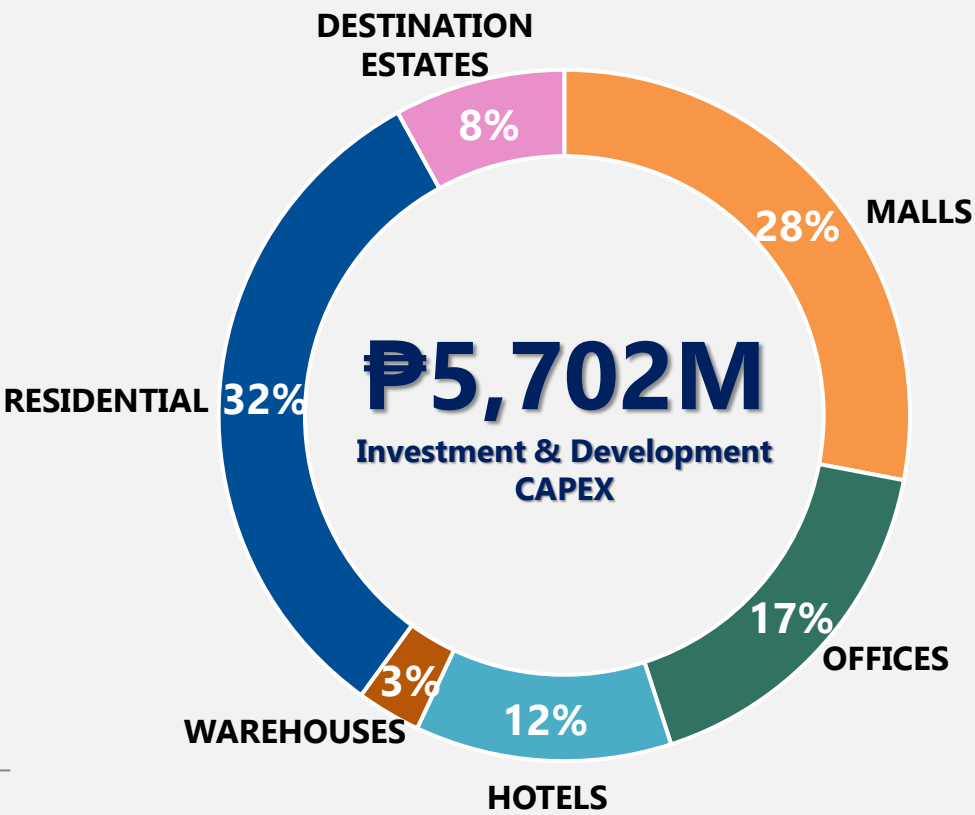
1 Stadium Floor

Capital Expenditure Program for Philippine Operations remains in line with overall corporate strategy

HISTORICAL CAPEX



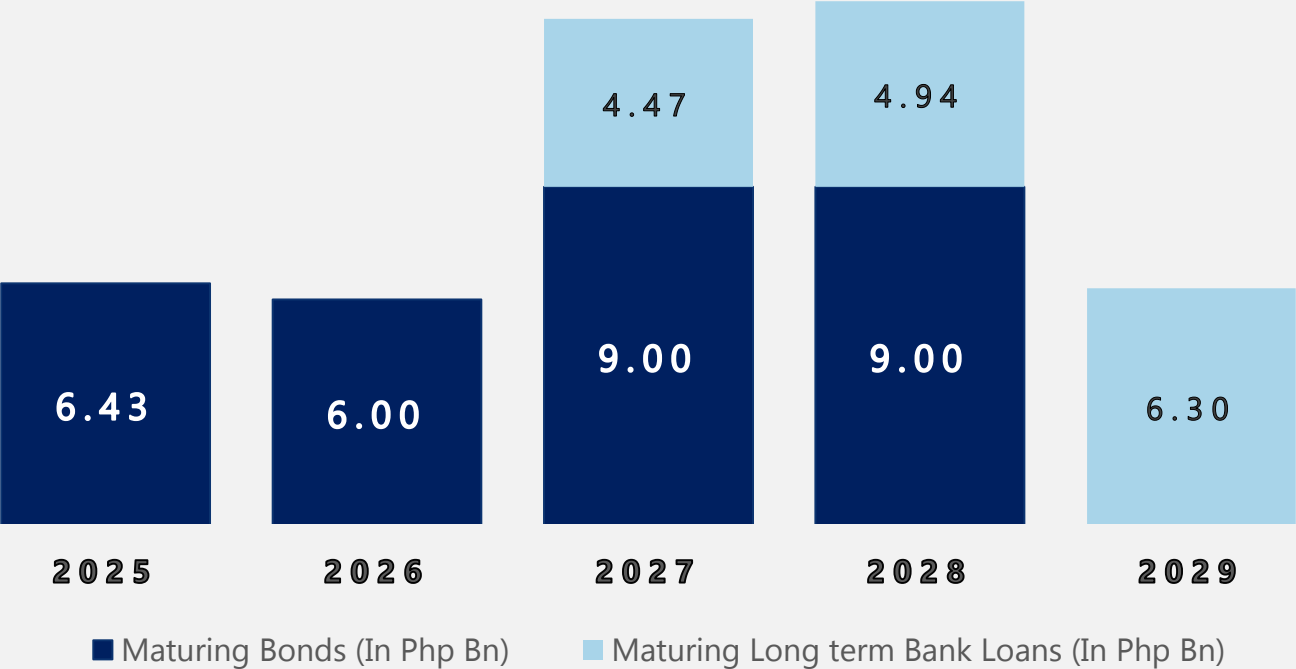
1H CY2025 CAPEX WITHOUT LANDBANK



Manageable Debt Maturity Profile

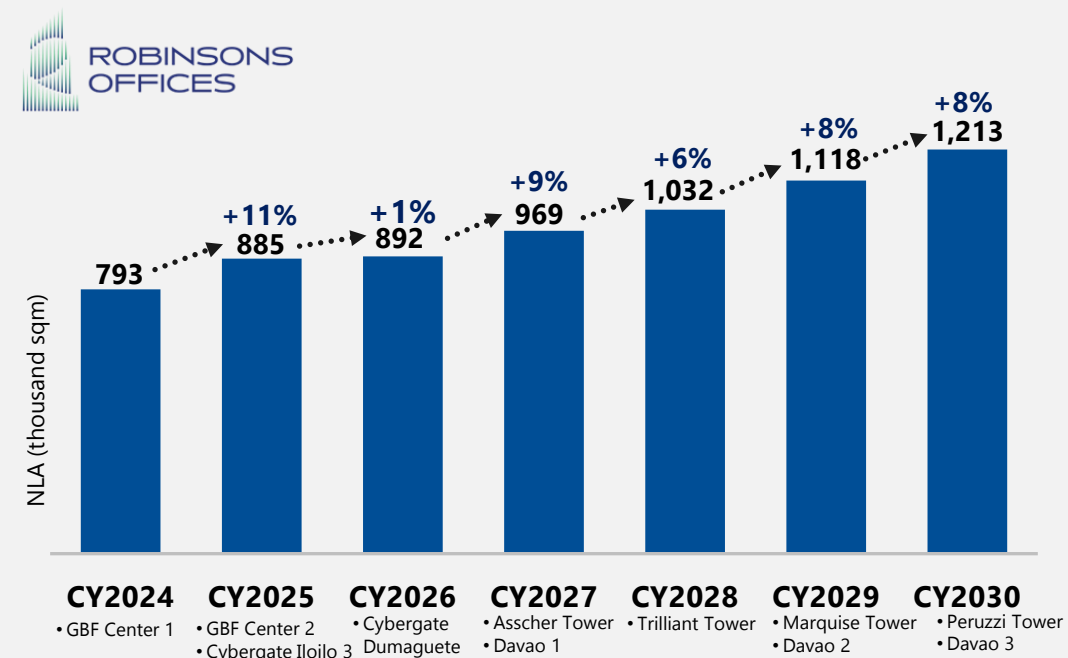
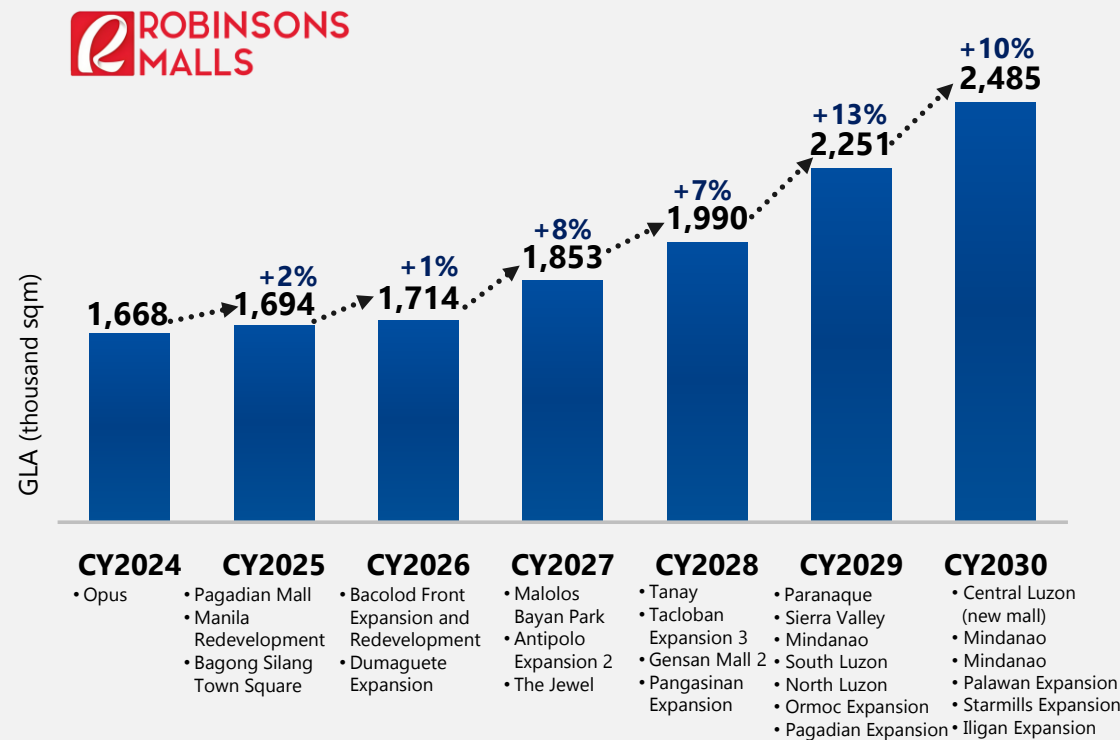
- ❑ Total Debt: ₱46.13 Bn (gross of bond issuance costs)
- ❑ Paid ₱7.37 Bn Maturing Debt during 1H25

Loan Type	Amount (In Php Bn)	%	Effective Interest %
Fixed loans	34.89	76%	5.7%
Floating loans	11.24	24%	6.1%
Total	46.13	100%	5.8%



- Fixed Bonds: **₱30.43Bn**; Bank Loans: Long Term **₱15.70Bn**
- Weighted Average Loan Maturity: **2.2 years**
- Existing Loans' Effective Interest Rate: **5.8%**

FUTURE PLANS AND STRATEGIES



Start of Construction Date

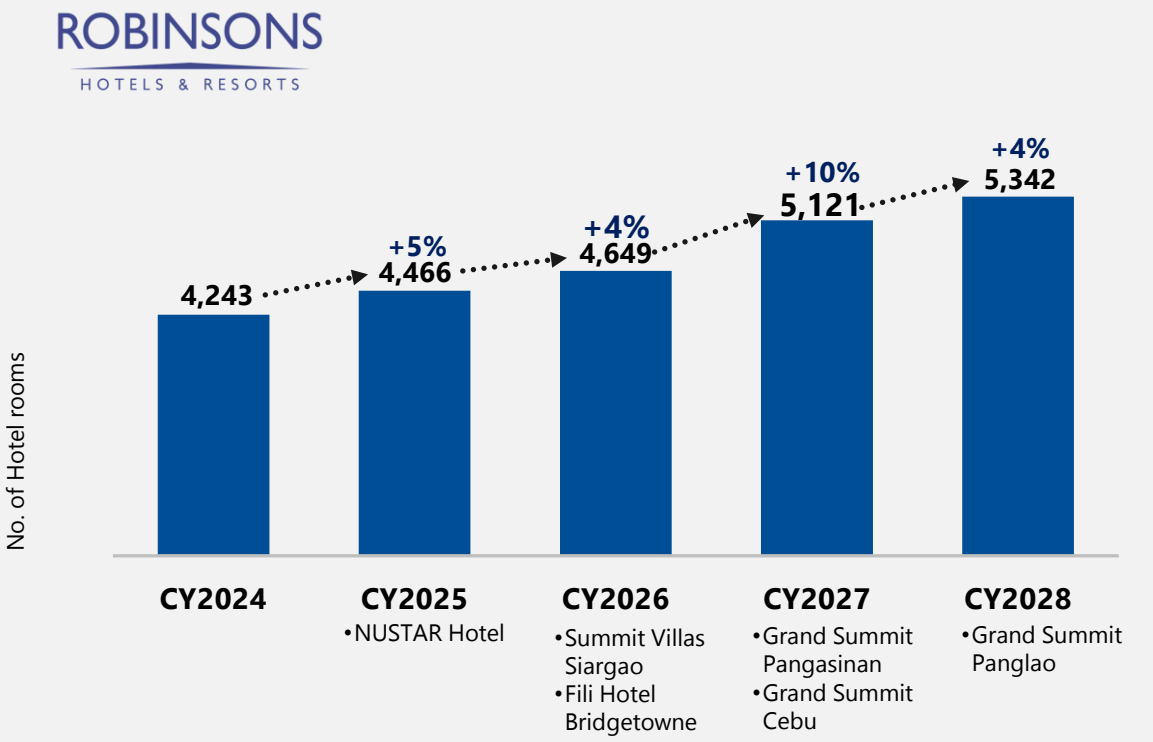
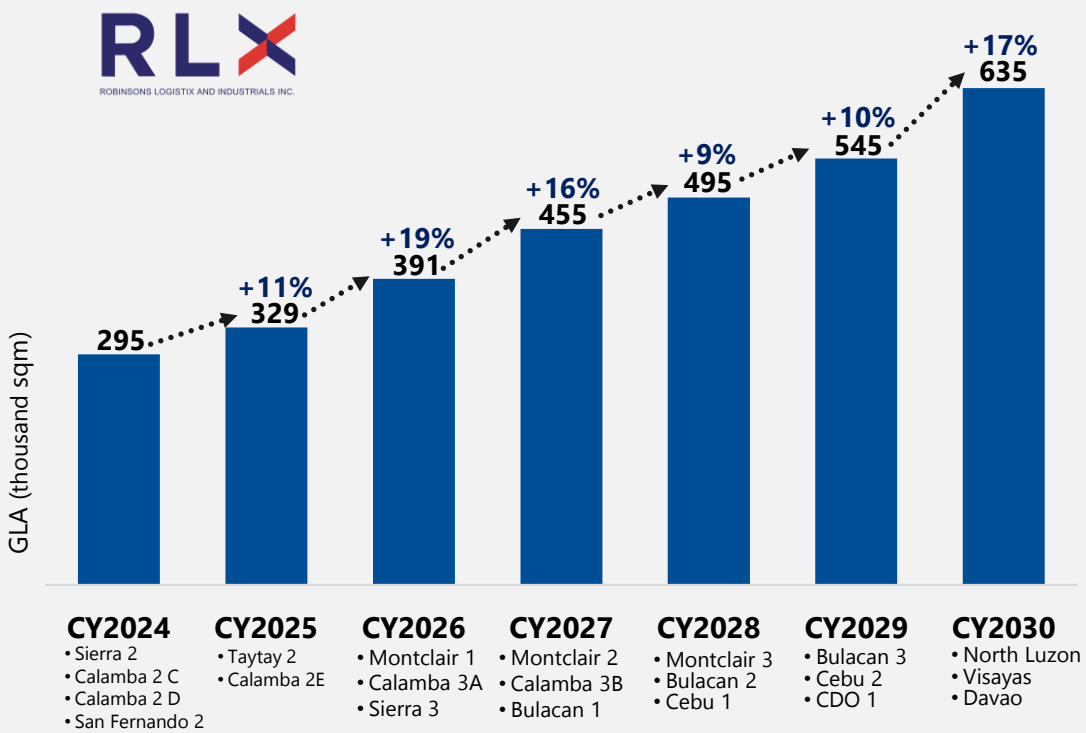
CY2023	CY2024	CY2025	CY2026
Manila Redevelopment	Bagong Silang Town Square	Antipolo Expansion 2	Gensan Mall 2
	Dumaguete Expansion	Paranaque	Tacloban Expansion 3
	Malolos Bayan Park	Pangasinan Expansion	
	The Jewel	Tanay	

Start of Construction Date

CY2023	CY2024	CY2025	CY2026	CY2027
Cybergate Iloilo 3	Cybergate Dumaguete	Davao 1	Trilliant Tower	Marquise Tower
	Asscher Tower			Davao 2

Note: Plans are subject to change, and actual outcomes may differ due to various factors.

FUTURE PLANS AND STRATEGIES



Start of Construction Date

CY2024	CY2025	CY2026	CY2027	CY2028
Taytay 2	Montclair 1	Montclair 2	Montclair 3	Bulacan 3
Calamba 2E	Calamba 3A	Calamba 3B	Bulacan 2	Cebu 2
	Sierra 3	Bulacan 1	Cebu 1	CDO 1
				Laguna 1

Start of Construction Date

CY2024	CY2025	CY2026	CY2027
Grand Summit Cebu	Summit Villas Siargao	Grand Summit Panglao	Grand Summit Mindanao
	Grand Summit Pangasinan	Fili (Metro Manila)	Northern Luzon
		Central Luzon	

Note: Plans are subject to change, and actual outcomes may differ due to various factors.

Q&A

THANK YOU

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